



CITY OF LODI

COUNCIL COMMUNICATION

AGENDA TITLE: Rejection of Proposals, Approval of Revised Proposal Specifications, and Authorization to Resolicit Proposals for Concession Operations at Lodi Lake Park and Other Locations

MEETING DATE: April 3, 1996

PREPARED BY: Parks and Recreation Director

RECOMMENDED ACTION: That the City Council reject the three proposals received for concession operations at Lodi Lake Park and other locations, approve revised proposal specifications, and authorize re-solicitation for proposals.

BACKGROUND INFORMATION: On February 21, 1996, the City Council authorized the solicitation of concession operation proposals for Lodi Lake Park and other locations.

Of the three proposals received, only one was in compliance with specifications. Revisions have been made to the Request For Proposals to encourage complete compliance.

Deadline for submitting proposals will be April 17, 1996 at 11:00 a.m.

FUNDING: None.

Ron Williamson, Director Parks and Recreation

RW//sb

APPROVED: _____

H. DIXON FLYNN
City Manager



recycled paper

CITY OF LODI
DEPARTMENT OF PARKS AND RECREATION
REQUEST FOR PROPOSALS FOR CITY OF LODI
CONCESSION OPERATIONS

Area to be Serviced:

Lodi Lake Park, 1301 West Turner Road, Lodi, CA, and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation) not covered by a contract concessionaire or prior agreement with school district, private or public facility renter, or local youth organization.

Agreement Duration:

May 1, 1996 through December 31, 1998.

General Provisions:

That the City of Lodi Parks and Recreation Department deems it desirable for the proper conduct and operation of food and beverage concessions at Lodi Lake Park, and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation) and that concession privileges be granted to a private individual, partnership, or corporation;

And that the award of the contract for the proper conduct and operation of said food and beverage concession be made to the highest bidder and most responsible vendor fully and properly responding to this request for proposal;

And that the successful vendor shall be bound by and required to perform those duties, and will receive the benefits, as described by and set forth in the Agreement attached hereto.

Information and Instructions:

The contract for the proper conduct and operation of the food and beverage concession will be awarded to the vendor who in the opinion of the City of Lodi is best qualified to perform the duties and obligations and render the services set forth in the attached agreement. The successful vendor shall be chosen on the basis of, but not limited to, the following information which each vendor must supply in his or her proposal:

1. Quality, variety, and consumer cost of products and services offered;
2. Experience, background and ability to perform and provide a successful concession operation;
3. Financial condition and bondability;
4. The percentage of gross sales, after sales taxes, to be paid to the City of Lodi (minimum acceptable percentage is 10%);
5. References.

In order to be considered, proposals must be submitted on a proposal form provided by the City of Lodi under sealed cover and identified as "Proposal - Concession Operations", and received by the City of Lodi, City Hall Annex, 212 West Pine Street, Lodi, CA 95240 (P.O. Box 3006, Lodi, CA 95241-1910) no later than

11:00 a.m. April 17, 1996

At that time, in the Conference Room, City Hall Annex, 212 West Pine Street, Lodi, proposals will be publicly opened. The City of Lodi reserves the right to reject any or all proposals, to waive any informality in any proposal, to accept other than the highest proposal, or not to award on the basis of proposals received.

The successful vendor will have the sole and exclusive right and license, except for certain special events and exceptions described in the attached Agreement, to vend food, beverages, picnic supplies, and souvenirs at food cart concessions at Lodi Lake Park, 1301 W. Turner Road, Lodi, and other recreational events as determined quarterly by mutual agreement by concessionaire and Parks and Recreation Director for periods between May 1 and December 31, during the year 1996 and January 1 through December 31 years 1997 and 1998. At the City's discretion, according to the decision of the City Manager and staff, a two year extension of this agreement may be considered, based upon performance by Concessionaire during the initial period of this agreement.

PROPOSAL FORM

To: The Lodi City Council, Lodi, California
c/o Purchasing Officer

If delivered by mail:

P O Box 3006
Lodi CA 95241-1910

If delivered by UPS, FedEx, or courier

212 West Pine Street
Lodi CA 95240

From: _____
(Name of Vendor)

The undersigned declares to have carefully examined the Notice Inviting Proposals, the Agreement attached hereto, and these instructions for submitting this proposal for the conduct and operation of food cart concessions at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation), and agrees to be fully informed regarding all of the conditions affecting the performance under the terms of these instructions and documents, and that the information was secured by personal investigation and research and not from any estimate of any City employee or agent, and that no claim will be made against the City by any reason of estimates or representations of any officer or agent of the City; and proposes and agrees if the proposal be accepted, to perform the duties of the operation of said concessions in strict compliance with San Joaquin County Health Department standards and requirements for concession operations, and according to the Agreement attached hereto.

The undersigned hereby proposes to pay the City of Lodi the amount of

_____ %

of the gross sales from concession operations excluding sales taxes, for the privilege of furnishing concession services at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation) from May 1, 1996 through December 31, 1998, in accordance with the attached specifications and Agreement.

The vendor hereby submitting this proposal shall also attach to this proposal a written or typewritten statement which shall include information as to:

- Experience, background, and reliability in performing and providing a successful concession operation; Financial condition and bondability;
- List of food and beverage items (a menu), size of offering, cost of items to consumer, and other items and services proposed to offer in concession operations;
- A list of at least three references (name, address, phone number) indicating successful operation of a concession during the past five years.

In submitting this proposal as herein described, vendor agrees to have carefully examined the specifications and provisions of this proposal form and attached agreement and understands the meaning, intent, and requirements of same;

That, if awarded the contract, vendor will enter into a written contract and furnish the services in the time specified in strict conformity with the specifications and conditions contained therein for the price quoted by the vendor on this proposal;

And that this proposal is genuine, and submitted in good faith, without collusion or fraud, and that the only persons or firms interested in this proposal as principal or principals are named herein, and that this proposal is made without connection with any other person, partnership, or corporation making a proposal.

This proposal may be withdrawn by the written request of an authorized representative of the undersigned at any time prior to the deadline for submitting proposals.

Business Name: _____

Address: _____

Telephone: _____

Type of Business: (Individual, Partnership, Corp.) _____

Name of Authorized Representative: _____


Signature: _____

Title: _____

Date: _____

**MEMORANDUM, City of Lodi, Parks and Recreation Department**

To: Lodi City Council Members

From: Ron Williamson, Parks and Recreation Director 

Date: April 1, 1996

Subject: Rejection of Concession Proposals for Lodi Lake Park and Other Areas

The Parks and Recreation Director asks that the City Council reject proposals received for concession operations at Lodi Lake Park and other areas for the following reason:

- Of the three proposals received, two did not include a selling price list of items offered.

As this concession agreement is based upon a percentage of gross sales, this information is necessary to determine the best candidate not only for the city but also for consumers.

Further, department staff spoke with City Attorney Hays asking if the two vendors could be contacted and asked to submit a sales list. He indicated we could not and suggested rejection of the proposals.

Upon review of the specifications, we determined that the specifications were unclear as to this matter. They have been changed to encourage complete compliance.

A RESOLUTION OF THE LODI CITY COUNCIL
AWARDING THE BID FOR PURCHASE OF LODI LAKE
PARK CONCESSION OPERATIONS

WHEREAS, in answer to notice duly published in accordance with law and the order of this City Council sealed bids were received and publicly opened on March 13, 1996 at 11:00 a.m. for the Lodi Lake Park Concessions for the period of May 1, 1996 through December 31, 1998, described in the specifications therefore approved by the City Council on February 21, 1996 and

WHEREAS, said bids have been compared, checked, and tabulated and a report thereof filed with the City Manager as follows:

<u>Bidder/Location</u>	<u>Bids</u>
Eugenia Kouchis - Dogs on the Run, Lodi	Percentage to City - 20%*
Bone Cuisine A La Carte, Lodi	Percentage to City - 16%
Gloria's Catering, Stockton	Percentage to City - 11.5%*

*Bids not in compliance with specifications.

WHEREAS, two of the bids received were not in compliance with the specifications; and

WHEREAS, the City Manager recommends award of the contract for Lodi Lake Park Concession Operations be made to the responsible bidder, Bone Cuisine A La Carte of Lodi, CA; and

NOW, THEREFORE, BE IT RESOLVED by the Lodi City Council that the award of the contract for Lodi Lake Park Concession Operations, be and the same is hereby awarded to the responsible bidder, Bone Cuisine A La Carte of Lodi, CA, for the percentage return to the City of 16%.

Dated: April 3, 1996


I hereby certify that Resolution No. 96-25 was passed and adopted by the City Council of the City of Lodi in a regular meeting held April 3, 1996, by the following vote:

AYES: COUNCIL MEMBERS - Davenport, Mann, Pennino and Warner (Mayor)

NOES: COUNCIL MEMBERS - Sieglock

ABSENT: COUNCIL MEMBERS - None

ABSTAIN: COUNCIL MEMBERS - None


JENNIFER M. PERRIN
City Clerk

PROPOSAL FORM

F/U
4/3/96

To: The Lodi City Council, Lodi, California
c/o Purchasing Officer

If delivered by mail:
P O Box 3006
Lodi CA 95241-1910

If delivered by UPS, FedEx, or courier
212 West Pine Street
Lodi CA 95240

From: Bon Cuisine Ala Carte
(Name of Vendor)

The undersigned declares to have carefully examined the Notice Inviting Proposals, the Agreement attached hereto, and these instructions for submitting this proposal for the conduct and operation of food cart concessions at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation), and agrees to be fully informed regarding all of the conditions affecting the performance under the terms of these instructions and documents, and that the information was secured by personal investigation and research and not from any estimate of any City employee or agent, and that no claim will be made against the City by any reason of estimates or representations of any officer or agent of the City; and proposes and agrees if the proposal be accepted, to perform the duties of the operation of said concessions in strict compliance with San Joaquin County Health Department standards and requirements for concession operations, and according to the Agreement attached hereto.

The undersigned hereby proposes to pay the City of Lodi the amount of

16 %

of the gross sales from concession operations excluding sales taxes, for the privilege of furnishing concession services at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation) from May 1, 1996 through December 31, 1998, in accordance with the attached specifications and Agreement.

The vendor hereby submitting this proposal shall also attach to this proposal a written or typewritten statement which shall include information as to:

- Experience, background, and reliability in performing and providing a successful concession operation; Financial condition and bondability;
- List of foods items, size of offering, cost of items, beverages, and other items and services proposed to offer in concession operations;
- A list of at least three references indicating successful operation of a concession during the past five years.

In submitting this proposal as herein described, vendor agrees to have carefully examined the specifications and provisions of this proposal form and attached agreement and understands the meaning, intent, and requirements of same;

That, if awarded the contract, vendor will enter into a written contract and furnish the services in the time specified in strict conformity with the specifications and conditions contained therein for the price quoted by the vendor on this proposal;

And that this proposal is genuine, and submitted in good faith, without collusion or fraud, and that the only persons or firms interested in this proposal as principal or principals are named herein, and that this proposal is made without connection with any other person, partnership, or corporation making a proposal.

This proposal may be withdrawn by the written request of an authorized representative of the undersigned at any time prior to the deadline for submitting proposals.

Business Name: Bon Cuisine A la Carte
Address: P.O. Box 290
Telephone: (209) 333-8114
Type of Business: (Individual, Partnership, Corp.) Individual
Name of Authorized Representative: Louis B. Fugazi
Signature: Louis B. Fugazi
Title: Owner
Date: 3/11/96

POSTMASTER



March 7, 1996

TO WHOM IT MAY CONCERN:

Louis Fugazi has operated a "Hot Dog Stand" in front of the Lodi Post Office for the past few years. During this time, Lou has been a downtown attraction for those of us that work and visit the Lodi downtown. He always has time to chat with those that wish to stop by and say hello, even those of us who don't buy to hot-dogs. He also is a Lodi downtown ombudsman who provides directions to businesses and addresses here in Lodi, SMART schedules for those wishing to us the bus, brochures for business and an ongoing knowledge of what is happening here in Lodi.

If Lodi wishes to bring people and shoppers to the downtown area, we need more of those like Lou who care about the community and talk about the downtown as being an asset to us. If all venders were to be like Lou, we could use a few more "Stands" in the area around the Post Office.

A handwritten signature in dark ink, appearing to read "Boyd A. Lambertsen", with a long horizontal line extending to the right.

Boyd A. Lambertsen

MUNICIPAL COURT
LODI JUDICIAL DISTRICT
230 WEST ELM STREET
LODI, CALIFORNIA 95240

TELEPHONE (209) 333-6756

Chambers
of
Judge Robert F. Baysinger

March 7, 1996

To Whom It May Concern

Re: Louis Fugazi

Dear Sir/Madam:

I have been requested to comment on my knowledge of Mr. Louis Fugazi who I understand is seeking a permit to offer and sell food items at Lodi Lake Park. Mr. Fugazi has been an active small business person in our community for many years. He is dedicated and hard-working. I first became acquainted with him at a fund raising effort for a local non-profit organization, where we were both volunteering services , approximately twelve years ago, and have been aware of his general activities since that time.

Mr. Fugazi's food sales experience and small business operator experience in this community should be sufficient to support his permit application, however, if further qualifications are needed, I can attest that he is a good and caring person and have noted on many occasions the smiles he brings to people on our streets as they pass by his vending wagon at the Post Office.

Please do not hesitate to contact me if further information is needed.

Yours truly,



Robert F. Baysinger

:



March 7, 1996

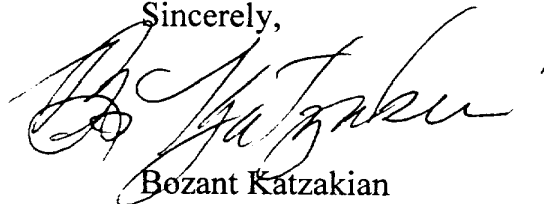
To Whom it May Concern:

Re: Louis Fugazi
P.O. Box 290
Lodi, Ca. 95241

I have known Louis Fugazi since he was a young man when I was also acquainted with his parents. He has always been an honest, hard-working man.

Please feel free to contact me if you wish to discuss this personally.

Sincerely,



Bozant Katzakian

BK:gl

SALE PRICE FOR B.O.B.C.

8-10-91

6" DOG-----\$1.25	8" DOG-----\$2.00
HOT LINK-----\$2.00	9" CAJUN SAUSAGE-----\$2.50
6" CHEESE DOG-\$2.50	6" CHILE DOG-----\$2.50
NACHO S-----\$1.50	TRAVELIN TACO-----\$1.00
PPETTEL-----\$1.25	CHILE or CHEESE ENTPA--\$1.50
SODA or WATER-\$1.00	ICE TEA-----\$1.50
SEEDS-----\$0.75	CORNUITS-----\$0.75
CHIPS-----\$0.50	SHAVE ICE-----\$1.50
ICE-----\$1.50	CANDIES-----\$1.10 or \$.25

SPECIALS

6" DOG, CHIPS & SODA-----\$3.00
8" DOG, CHEESE & SODA-----\$3.00
8" DOG, CHILE & SODA-----\$3.00
9" CAJUN, CHIPS & SODA-----\$3.50
NACHOS & SODA-----\$2.00

SPECIALS DAYS

HAMBURGERS-----\$1.50 or \$2.50

Dec 31, 1995
2:01 pm

BON CUISINE A LA CARTE
Balance Sheet

Page 1

December 31, 1995

ASSETS:

Current Assets:

CURRENT ASSETS

Cash-Farmers & Merchants (\$89.07)

TOTAL CURRENT ASSETS (\$89.07)

TOTAL Current Assets (\$89.07)

Fixed Assets:

FIXED ASSETS

Serving Carts 13,091.00

Machinery & Equipment 2,939.63

TOTAL FIXED ASSETS 16,030.63

TOTAL Fixed Assets 16,030.63

Other Assets:

OTHER ASSETS

Accumulated Depreciation (4,780.00)

TOTAL OTHER ASSETS (4,780.00)

TOTAL Other Assets (4,780.00)

TOTAL ASSETS \$11,161.56

=====

LIABILITIES:

Long-Term Liabilities:

LONG TERM LIABILITIES

N/P F&M Credit Line \$2,282.89

TOTAL LONG TERM LIABILITIES \$2,282.89

TOTAL Long-Term Liabilities \$2,282.89

TOTAL LIABILITIES 2,282.89

CAPITAL:

CAPITAL

Louis/Virginia Fugazi-Capital 7,698.35

Louis Fugazi-Drawing 5,774.43

TOTAL CAPITAL 13,472.78

Year-to-Date Earnings (4,594.11)

Dec 31, 1995
2:01 pm

BON CUISINE A LA CARTE
Balance Sheet

Page 2

	December 31, 1995	
TOTAL CAPITAL		8,878.67

TOTAL LIABILITIES & CAPITAL		\$11,161.56
		=====

PROPOSAL FORM

To: The Lodi City Council, Lodi, California
c/o Purchasing Officer

If delivered by mail:
P O Box 3006
Lodi CA 95241-1910

If delivered by UPS, FedEx, or courier
212 West Pine Street
Lodi CA 95240

From: Gloria's Catering
(Name of Vendor)

The undersigned declares to have carefully examined the Notice Inviting Proposals, the Agreement attached hereto, and these instructions for submitting this proposal for the conduct and operation of food cart concessions at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation), and agrees to be fully informed regarding all of the conditions affecting the performance under the terms of these instructions and documents, and that the information was secured by personal investigation and research and not from any estimate of any City employee or agent, and that no claim will be made against the City by any reason of estimates or representations of any officer or agent of the City; and proposes and agrees if the proposal be accepted, to perform the duties of the operation of said concessions in strict compliance with San Joaquin County Health Department standards and requirements for concession operations, and according to the Agreement attached hereto.

The undersigned hereby proposes to pay the City of Lodi the amount of

11.5 %

of the gross sales from concession operations excluding sales taxes, for the privilege of furnishing concession services at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation) from May 1, 1996 through December 31, 1998, in accordance with the attached specifications and Agreement.

The vendor hereby submitting this proposal shall also attach to this proposal a written or typewritten statement which shall include information as to:

- Experience, background, and reliability in performing and providing a successful concession operation; Financial condition and bondability;
- List of foods items, size of offering, cost of items, beverages, and other items and services proposed to offer in concession operations;
- A list of at least three references indicating successful operation of a concession during the past five years.

In submitting this proposal as herein described, vendor agrees to have carefully examined the specifications and provisions of this proposal form and attached agreement and understands the meaning, intent, and requirements of same;

That, if awarded the contract, vendor will enter into a written contract and furnish the services in the time specified in strict conformity with the specifications and conditions contained therein for the price quoted by the vendor on this proposal;

And that this proposal is genuine, and submitted in good faith, without collusion or fraud, and that the only persons or firms interested in this proposal as principal or principals are named herein, and that this proposal is made without connection with any other person, partnership, or corporation making a proposal.

This proposal may be withdrawn by the written request of an authorized representative of the undersigned at any time prior to the deadline for submitting proposals.

Business Name: Gloria's Catering
Address: PO Box 4556 Stockton, CA 95204
Telephone: (209) 941-8949
Type of Business: (Individual, Partnership, Corp.) Individual
Name of Authorized Representative: Luz Gloria King
Signature: Luz Gloria King
Title: Owner
Date: 3/10/96

Lodi Lake Proposal

1. Gloria's Catering will have several different types of foods. The primary offerings will be sub sandwiches, chips and sodas. We will also have hotdogs and other types of sausages, candys, cookies, snowcones, other beverages, and other snack foods. For special events, Gloria's Catering will offer many other types of foods.
2. Gloria's Catering has been in business since 1989. They have operated hot dog carts and other catering equipment at both regular and special events. Gloria's Catering operated a hot dog stand at Lodi Lake during the summer of 1991. They operated a concession stand at Delta flea market for over four years but are now available to work at Lodi Lake.
3. Gloria's Catering is insured and can be bonded. Credit reports can be run to check the company's financial condition. Luz Gloria King will be jointly liable for the performance of Gloria's Catering.
4. 11.5 percent of gross sales will be paid to the city of Lodi.
5. Gloria's Catering has worked at the following locations on a contractual basis:

Lodi Lake 1991
Delta College Flea Market 1991-1995
Home Base 1993-1994
Orchard Supply Hardware 1990
Downtown Stockton 1990-1991
Lodi Auction 1992-1994
Pak N' Save 1992

Gloria's Catering has worked the following special events:

Senior Citizens Olympics
Cinco De Mayo parade
Waterfront Festival
Su Salud Health Fair
Auctions
Yacht races

Jodi Jchu Pa Concession Operations

March 13, 1996 @ 11:00 Am.

Reg'd docs:

1) Eugenia Kouchis - Dogs on the Run, Jodi

20%

✓

2) Bon Cuisine Ala Carte, Jodi

16%

✓

3) Gloria's Catering, Stockton

11.5%

✓

Jacqueline J. Taylor
Deputy City Clerk

PROPOSAL FORM

To: The Lodi City Council, Lodi, California
c/o Purchasing Officer

If delivered by mail:
P O Box 3006
Lodi CA 95241-1910

If delivered by UPS, FedEx, or courier
212 West Pine Street
Lodi CA 95240

From: EUGENIA KOUCHIS
(Name of Vendor)

The undersigned declares to have carefully examined the Notice Inviting Proposals, the Agreement attached hereto, and these instructions for submitting this proposal for the conduct and operation of food cart concessions at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation), and agrees to be fully informed regarding all of the conditions affecting the performance under the terms of these instructions and documents, and that the information was secured by personal investigation and research and not from any estimate of any City employee or agent, and that no claim will be made against the City by any reason of estimates or representations of any officer or agent of the City; and proposes and agrees if the proposal be accepted, to perform the duties of the operation of said concessions in strict compliance with San Joaquin County Health Department standards and requirements for concession operations, and according to the Agreement attached hereto.

The undersigned hereby proposes to pay the City of Lodi the amount of

20 %

of the gross sales from concession operations excluding sales taxes, for the privilege of furnishing concession services at Lodi Lake Park and other locations for recreational events/activities (determined quarterly by mutual agreement with concessionaire and Director of Parks and Recreation) from May 1, 1996 through December 31, 1998, in accordance with the attached specifications and Agreement.

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And that this proposal is genuine, and submitted in good faith, without collusion or fraud, and that the only persons or firms interested in this proposal as principal or principals are named herein, and that this proposal is made without connection with any other person, partnership, or corporation making a proposal.

This proposal may be withdrawn by the written request of an authorized representative of the undersigned at any time prior to the deadline for submitting proposals.

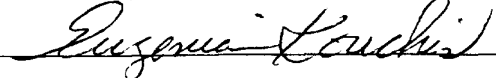
Business Name: DOGS ON THE RUN

Address: 2115 YOSEMITE DRIVE

Telephone: (209)369-2729

Type of Business: (Individual, Partnership, Corp.) INDIVIDUAL

Name of Authorized Representative: EUGENIA KOUCHES

Signature: 

Title: OWNER/OPERATOR

Date: MARCH 11, 1996

P R O P O S A L

Please consider my proposal for the Concession Operation at the Lodi Lake and other designated areas for the following reasons:

I have lived in Lodi for 27 years at my present address of 2115 Yosemite Drive. I have owned and operated "Demetra's Fruitstand" in 1969-1973. I presently own and operate "D&D Cherry Tree Fruitstand since 1990. My fruitstand is known to carry the highest quality produce and I serve my customers with pride.

In addition, I own two hotdog carts, one popcorn cart, two snowcone machines, and one cotton candy machine. My hotdog carts were placed in front of the Food-4-Less stores (1991-1994) and had provided Food-4-Less with cotton candy. I supplied them approximately 200 cotton candies a day. I have sold at both the Lodi and the Lockeford Street Faires, the Lodi Farmer's Market, the Chinese New Years Festival in Isleton, and numerous other functions. I also have been asked to sell at special events at U.O.P and at the Stockton Civic Auditorium.

Therefore, for the above-mentioned reasons, I feel I am well-qualified to take on the operation of a concession stand and respectfully request you select my proposal.

Thank you,

A handwritten signature in cursive script, reading "Eugenia Kouchis".

Eugenia Kouchis

FINANCIAL CONDITION AND BONDABILITY

I have been with the Bank of Lodi since its opening.
I have \$5,000 in savings and readily available
financial resources.

I have been bonded during my time working for
the Stockton Record. I was bonded five years.

A handwritten signature in cursive script, reading "Eugenia Kouchis". The signature is written in dark ink and is positioned above the printed name.

Eugenia Kouchis

FOOD ITEMS TO BE SOLD

JUMBO HOTDOG

Brand: BAR S all-beef hotdog
Size: 4oz
Cost: \$4.69 (3 lb pack)
cost @: .39¢

REGULAR HOTDOG

Brand: CASPERS all-beef hotdog
Size: 2 3/4 oz
Cost: \$6.89 (2½ lb pack)
Cost @: .46¢

POLISH HOTDOG

Brand: SINAI KOSHER all-beef hotdog
Size: 4 oz
Cost: \$14.00 (5 lb pack)
Cost @: .70¢

HOTLINKS

Brand: EVERGOOD
Size: 2 3/4 oz
Cost: \$5.69
Cost @: .50¢

HOTDOG BUNS

Brand: TOSCANAS Hoagie Buns
Size: Large buns
Cost: \$1.53 (12 buns)
cost @: .13¢

CHIPS

Brand: Lay's
Size: 1/2 oz
Cost: \$7.59 (25 pack)
Cost @: .32¢

COTTON CANDY

Brand: Circus Time
Size: 3 oz
Cost: .25¢
Cost @: .25¢

POPCORN

Brand: Jolly Time
Size: 4 Oz bag
Cost: .30¢
Cost @ .30¢

MUFFINS

Brand: Costco
Size: Jumbo
Cost: \$4.69 (12 pack)
Cost@: .39¢

GUM

Brand: Big Red, Juicy Fruit, Doublemint, Trident
Size: 17 sticks
Cost: \$7.19 (12 pack)
Cost @ .59¢

CANDY

Brand: Assorted candy bars
Size: regular
Cost: .30¢
Cost @ .30¢

BEVERAGES TO BE SOLD

SODAS

Brand: Pepsi, Coke 7up, and Orange Crush
Size: 12oz can
Cost: \$.6.29 (24 pack)
Cost @: .30¢

WATER

Brand: Crystal Geyser
Size: 16.9oz bottle
Cost: \$5.89 (24 pack)
Cost @: .23¢

LIPTON TEA (Variety Pack)

Brand: Lipton
Size: 16oz
Cost: \$12.99 (24 pack)
Cost @: .54¢

GATORADE (Variety Pack)


Brand: Gatorade
Size: 16oz
Cost: 12.79 (24 pack)
Cost @: .54¢

**Lodi Downtown Business Association
Post Office Box 1565
Lodi, CA 95241**

To whom it may concern:

This is to certify that Eugenia Kouchis has been a hot dog vendor at our Farmers' Market for the past three years. She adhered to all rules and cleaned up her area at the end of each market session.

No complaints were received regarding her products and service which were always delivered with a smile.


Michael Lapenta, President

The Flamingo Club
1233 E. Charter Way
Stockton, CA 95205
(209) 466-0689

The Lodi City Council
P.O. Box 3006
Lodi, CA 95241-1910

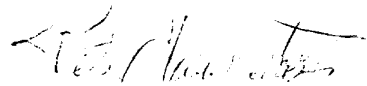
To Whom it may concern:

Eugenia Kouchis of Lodi, had placed her concession
in front of my business.

We were very satisfied with her dependability. She
sold only the highest quality merchandise, and her
customers were always pleased.

We were very happy with her and her employees.

Very truly yours,

A handwritten signature in dark ink, appearing to read "Peter Halamandaris", written in a cursive style.

PETER HALAMANDARIS
Owner/Operator

To whom it may concern:

Gary Podesto, previous owner of Food-4-Less has requested that any question regarding the concession stand that was located in front of his store in Stockton be directed to him.

He would be more than happy to answer any questions regarding to her credibility as a successful operator.

Thank you,

Gary Podesto
(209) 464-4396